

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 NEA-10 ISO-00 SP-02 L-03 TRSE-00 PRS-01

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FM AMEMBASSY ACCRA

TO SECSTATE WASHDC PRIORITY 9384

INFO AMEMBASSY ABIDJAN

AMEMBASSY BANGUI

AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY LAGOS

AMEMBASSY LIBREVILLE

AMEMBASSY LOME

AMEMBASSY MONROVIA

AMEMBASSY NDJAMENA

AMEMBASSY NIAMEY

AMEMBASSY NOUAKCHOTT

AMEMBASSY OUGADOUGOU

AMCONSUL CASABLANCA

C O N F I D E N T I A L ACCRA 6421

DEPARTMENT AF/W ALSO FOR AMBASSADOR BLACK

CASABLANCA FOR RCAA WHITMAN

E.O. 11652: GDS

TAGS: EAIR GH US

SUBJ: CIVAIR: FORTHCOMING US-GHANA BILATERAL TALKS

REFS: (A) STATE 037671 (B) ACCRA 1475 (C) ACCRA 4160 (NOTAL)

(D) ACCRA 5150 (NOTAL) (E) ACCRA 6023 (NOTAL)

(F) ACCRA 6081 (NOTAL) (G) ABIDJAN 8154 (NOTAL)

(H) MONROVIA 5716 (NOTAL)

1. AS REFTELS G AND H POINT OUT, WEST AFRICAN DEMANDS ON US
REGARDING AIRLINES RIGHTS ARE INTERRELATED. DEPARTMENT
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AND PROBABLY ALL ADDRESSEES AWARE THAT FOLLOWING

GHANAIAAN INSISTENCE FURTHER GHANA-US BILATERAL NEGOTIATIONS HAVE BEEN AGREED FOR WASHINGTON BEGINNING NOV. 10, PICKING UP FROM WHERE THEY LEFT OFF SPRING 1974 IN ACCRA. GOG HAS LEFT US IN NO DOUBT WHATSOEVER (RETELS B THROUGH F) THAT IT EXPECTS TO COME OUT OF THE TALKS WITH AN AGREEMENT; IF IT DOES NOT OBTAIN ONE, INCREASING PRESSURE WILL BE PLACED UPON AN ALREADY BELEAGUERED PANAM, AND MOST LIKELY GOG WILL BOTH WITHDRAW PANAM RIGHTS INTO ACCRA AND PURSUE ITS LARGE BACK TAX CLAIM ON PANAM (WHICH GOG LINKS DIRECTLY TO "NON-RECIPROCITY.").

2. WE BELIEVE THAT USG MUST RECOGNIZE GHANAIAAN (AND AFRICAN GENERALLY) SENSITIVITIES IN THIS AREA AND MUST GO SOME CONSIDERABLE WAY TO MEET GHANAIAAN POLITICAL IMPERATIVES AND ASSUAGE GHANAIAAN NATIONAL PRIDE. IN OUR VIEW, THIS CAN BE DONE WITHOUT EXCESSIVE COST TO US, WITH BENEFIT OF SAVING RIGHTS OF SOLE US CARRIER IN AREA AND SIMULTANEOUSLY REMOVING CONTINUING IRRITANT IN BILATERAL RELATIONSHIPS.

3. WE URGE ALL WASHINGTON AGENCIES CONCERNED TO COME UP WITH FORMULA WHICH WOULD ALLOW GHANAIAANS TO THINK THAT USG IS FORTHCOMING AND POSITIVE WHILE REALISTIC, AND WOULD PERMIT GHANADEL TO RETURN TO ACCRA WITH SOMETHING MORE THAN TOTAL REJECTION. NOTE THAT BLOCKED-SEAT SPACE ARRANGEMENT WOULD BE CONSIDERED TOTAL REJECTION BY GHANAIAANS, SINCE THEY HOLD DEEP PREJUDICE AGAINST IT.

4. IT APPEARS FROM OUR VANTAGE POINT THAT USG COULD CONCEDE EQUITY OF RECIPROCITY ARGUMENT WITHOUT ACCEPTING ECONOMIC FOOLISHNESS OF EQUAL GHANA AIRWAYS FREQUENCIES TO NEW YORK. ONE TACTIC WHICH MAY WELL WORK IS TO OFFER GHANAIAANS RIGHTS TO WASHINGTON (OR SOME POINT OTHER THAN NEW YORK); WASHINGTON HAS THE ADVANTAGE OF OFFERING RIGHTS TO OUR CAPITAL CITY IN RETURN FOR OUR RIGHTS TO THEIRS, AND THUS COULD BE SOLD AS RECIPROCITY. THIS MAY BE POLITICALLY ACCEPTABLE TO GHANAIAANS, AND SINCE TRAFFIC PRESUMABLY NOT VERY LARGE ON THIS SECTOR WOULD DOUBTLESS REINFORCE THEIR DETERMINATION NOT TO EXERCISE FOR FORESEEABLE FUTURE "RIGHTS" WHICH THEY WOULD THUS HOLD.
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OTHER APPROACHES MAY BE TRADE-OFFS ON LOAD FACTORS AND/OR FREQUENCIES.

5. IN SUM, IN ORDER TO SAVE US CIVIL AVIATION IN GHANA, WE BELIEVE THE TIME HAS COME WHEN USG MUST CONCEDE PRINCIPLE OF GHANAIAAN-US RECIPROCITY (HOWEVER DEFINED) WITHOUT FURTHER DELAY AT FORTHCOMING SCHEDULED TALKS, WHILE DEVELOPING IMAGINATIVE FORMULA WHICH WOULD BE

NEITHER ECONOMICALLY DAMAGING TO US CARRIERS ON
PARTICULAR GHANA-US SECTOR NOR WOULD BE UNDESIRABLE
PRECEDENT IN DEALING WITH OTHER AFRICAN APPLICANTS.
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